

Message Text

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ORIGIN NEA-10

INFO OCT-01 ISO-00 PM-03 NSC-05 SP-02 SS-15 CIAE-00 INR-07

NSAE-00 DODE-00 EB-07 MC-02 /052 R

DRAFTED BY NEA/ARP:JPLYLE:YW

APPROVED BY NEA/ARP:FMDICKMAN

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P 220141Z JUL 75

FM SECSTATE WASHDC

TO AMEMBASSY DOHA PRIORITY

C O N F I D E N T I A L STATE 171967

E.O. 11652: GDS

TAGS:MASS, QA

SUBJECT:QATARI REQUEST FOR PRICE AND AVAILABILITY INFORMATION ON 105MM ARTILLERY AND OTHER EQUIPMENT

REF: A) 091415Z JUL 75, DALC WASH D.C., B) DOHA 676, 877

OUR RECORDS INDICATE REFTTEL(A) WITH P AND A DATA FOR 105MM HOWITZERS ETC. TRANSMITTED TO YOU BY DOD ON JULY 9 AND RE-TRANSMITTED. FOLLOWING IS TEXT:

SUBJ: QATARI REQUEST FOR P AND A INFO ON 105MM ARTILLERY AND OTHER EQUIPMENT

REF: A) STATE 126783 B) STATE 143253

1. IN ACCORDANCE WITH PARA 6, REF A, THE FOLLOWING PRICE AND AVAILABILITY (P&A) DATA ARE PROVIDED:

A. 105MM HOWITZER: NONMENCLATURE, HOWITZER, TOWED, 105MM, M-102. NATO STOCK NUMBER (NSN) 1015-00-086-8164. UNIT PRICE \$182,382.17; PRICE FOR 6 EA \$1,094,293.02.

PRICE FOR 12 EA MAY HAVE SOME PRICE REDUCTIONS. THERE ARE OTHER OUTSTANDING FMS OFFERS WHICH, IF ACCEPTED, COULD REDUCE THE UNIT PRICE TO \$86,972.33. THE ACTUAL COST TO CONFIDENTIAL

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QATAR WOULD BE ADJUSTED TO REFLECT COST TO THE USG AT TIME OF DELIVERY. 105MM AMMUNITION PRICES FOLLOW:

TYPE	UNIT PRICE	AVAILABILITY
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105 HE W/O FUZE	\$42.50	3 MONTHS
105 ILLUM W/FUZE	94.96	3 MONTHS
105 SMOKE W/FUZE	58.03	3 MONTHS
FUZE - MECH TIME/SUPER QUICK	32.99	12 MONTHS
FUZE - PROXIMITY	68.60	3 MONTHS
FUZE - POINT DETONATING	11.20	3 MONTHS

STORAGE LIFE OF AMMO IS INDEFINITE. A SUITABLE VEHICLE FOR TOWING THE 105MM HOWITZER IS TRUCK, 2-1/2T, M35A2, UNIT COST \$18,888. ESTIMATED AVAILABILITY OF HOWITZER AND SUPPORTING EQUIP IS 18-24 MONTHS FROM DATE OF SIGNED LETTER OF OFFER.

B. 106MM RECOILLESS RIFLE: NOMENCLATURE, RECOILLESS RIFLE, 106MM, M40, MOUNTED ON THE M325 1/4 TON WEAPONS CARRIER. NSN 1015-UU-348-4925. UNIT PRICE OF THE 106 MM COILLESS RIFLE IS EST AT \$21,025, WITH A LEAD TIME OF 24 MONTHS FROM SIGNATURE OF THE LDA. THE 1/4 TON TRUCK IS NOT NOW IN PRODUCTION. BEST ESTIMATED PRICE IS \$6,406, AVAL IN 12 MONTHS. THIS BUY IS PREDICATED ON ACCUMULATING AN ECONOMIC BUY OF AT LEAST 4000 EA. POTENTIAL CUSTOMERS ARE BEING QUERIED. YOU WILL BE ADVISED. 106MM AMMO PRICES FOLLOW:

TYPE	UNIT PRICE	AVAILABILITY
106MM HEAT W/FUZE	\$136.80	18 MONTHS
106MM HEP-T W/FUZE	134.40	21 MONTHS

SHELF LIFE IS INDEFINITE.

2. NATURE AND LEVEL OF TRAINING WOULD DEPEND ON TYPE AND QTY OF EQUIP DELIVERIES. REQUIRED TRAINING COULD PROBABLY BEST BE ACCOMPLISHED IN THE U.S. AS IS DONE WITH MANY OTHER COUNTRIES. IN ADDITION, A SMALL MILITARY TRAINING TEAM (MTT) MIGHT ACCOMPANY DELIVERY OF EQUIP TO ASSIST IN THE INITIAL UTILIZATION.

4. THE ABOVE INFORMATION IS FOR PLANNING PURPOSES ONLY AND DOES NOT CONSTITUTE APPROVAL OR COMMITMENT ON THE PART OF EITHER GOVERNMENT. ALL COSTS SHOWN ABOVE REPRESENT ESTIMATES ONLY. END TEXT KISSINGER
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